

## SBA ANNOUNCES LOAN FIGURES AND TOP LENDERS

The Montana District Office of the U.S. Small Business Administration (SBA) released its fiscal year-end loan figures for Fiscal Year 2001 (October 1, 2000 to September 30, 2001). During FY 2001, SBA guaranteed 366 loans totaling \$77,400,000. Of these loans 357 were made through SBA's 7(a) Guaranty Loan Program which provides short or long term financing for small business start-up or expansion needs. Nine loans totaling \$2,601,000 were made through SBA's 504 Certified Development Company program which provides long term fixed rate financing for land, buildings and equipment.

(Continued on page 2)

## BILLINGS BUSINESS AMONG THREE COMPANIES TIED FOR NATIONAL MINORITY SMALL BUSINESS OF THE YEAR

Hardrives Asphalt Company of Billings, Montana



From Left to Right: Minority Small Business of the Year, Jim Bailey, Acting District Director, Michelle Johnston and Business Opportunity Specialist, Robert Much.

Six exceptional minority-owned businesses were named recipients of the U.S. Small Business Administration's most celebrated awards for superior achievement during the 19<sup>th</sup> Annual National Minority Enterprise Development (MED) Week celebration in Washington, D.C. September 24-26, 2001.

SBA Administrator Hector V. Barreto announced the award winners at a luncheon honoring their achievements. Recipients of the *National Minority Small Business Firm of the Year Award* were Analytical Services Inc. of Huntsville, Ala., **Hardrives Asphalt Company, Inc. of Billings, Mont.** and Innovative Technical Solutions Inc. of Walnut Creek, Calif. The recipient of the *National 8(a) Minority Small Business Graduate of the Year Award* was Galaxy Scientific Corp. of Egg Harbor Township, N.J. The first runner up for the 8(a) *Graduate Award* was Manufacturing Technology, Inc. of Fort Walton, Fla; the second runner up was Sanders Engineering Company, Inc. of Yorba Linda, Calif.

Continued on Page 6

### INSIDE THIS ISSUE:

|    |   |
|----|---|
| 1  | SBA Posts Year-End Numbers                |
| 1  | Minority Owned Small Business of the Year |
| 2  | Lender Rankings                           |
| 3  | New Region VIII Administrator Named       |
| 3  | Lenders Briefs/Counsel's Corner           |
| 5  | Entrepreneurial Development               |
| 5  | Office Staff                              |
| 6  | Sustainability Funding Grant Award        |
| 7  | Tibbetts Award Winner                     |
| 7  | Upcoming Events                           |
| 8  | SCORE Volunteer of the Year               |
| 9  | Disaster Loan Declaration                 |
| 10 | Acting District Director Message          |

#### Newsletter Editor Gail Hatch

We encourage the reprint of any information appearing in the SBA Newsline in other newsletters or media.

All of SBA's programs and services are provided to the public on a non-discriminatory basis.

**Montana District Office**  
U.S. Small Business Administration  
301 S. Park, Room 334  
Helena, MT 59626-0054  
(406) 441-1081  
(406) 441-1090 Fax

**Acting District Director**  
Michelle F. Johnston

(continued from page 1)

SBA financed 96 new businesses for \$14,573,100. Eating and drinking establishments, ambulatory health care services, special trade contractors, professional, scientific and technical services were among the most frequently financed businesses during FY 2001. Of the 366 loans, 68 loans totaling \$12,028,800 were made to women owned businesses, 46 loans totaling \$8,891,900 were made to veterans and 23 loans totaling \$5,153,400 were made to minority business owners.

## Lender Rankings

### Lenders exceeding \$1.0 million:

(These figures **DO NOT** include participation in 504 CDC Financing)

|   | \$         | #  |
|---|------------|----|
| Mountain West Bank, N.A. – Helena               | 10,807,400 | 29 |
| First Security Bank of Missoula                 | 5,874,200  | 32 |
| Mountain West Bank, N.A. – Missoula             | 5,385,800  | 22 |
| Yellowstone Bank – Billings                     | 4,665,600  | 34 |
| Mountain West Bank, N.A. - Great Falls          | 4,078,700  | 19 |
| Wells Fargo Bank Montana, N.A. Bozeman          | 3,055,800  | 6  |
| Commercial Capital Corporation of New York City | 2,773,000  | 3  |
| First Interstate Bank – Billings                | 2,318,700  | 9  |
| First Citizens Bank - Butte                     | 1,747,400  | 10 |
| AMRESO Independence Funding, Dallas, TX         | 1,733,600  | 1  |
| Valley Bank of Helena                           | 1,607,300  | 11 |
| First Interstate Bank – Kalispell               | 1,461,700  | 9  |
| Associates First Capital Corporation Dallas, TX | 1,433,300  | 1  |
| Ronan State Bank - Ronan                        | 1,284,200  | 4  |
| Flathead Bank of Bigfork                        | 1,282,000  | 2  |
| Continental National Bank - Harlowton           | 1,272,300  | 2  |
| Heritage Bank - Great Falls                     | 1,119,000  | 6  |
| Stockman Bank - Billings                        | 1,062,000  | 12 |
| First Citizens Bank – Billings                  | 1,059,000  | 5  |
| Big Sky Western Bank - Bozeman                  | 1,000,000  | 1  |
| First National Bank of Lewistown                | 1,000,000  | 3  |
| Two Rivers Bank – Milltown                      | 1,000,000  | 1  |

### Lenders approving ten or more loans:

|  | #  | \$         |
|--|----|------------|
| Yellowstone Bank – Billings            | 34 | 4,665,600  |
| First Security Bank of Missoula        | 32 | 5,874,200  |
| Mountain West Bank, N.A. - Helena      | 29 | 10,807,400 |
| Mountain West Bank, N.A. - Missoula    | 22 | 5,385,800  |
| Mountain West Bank, N.A. - Great Falls | 19 | 4,078,700  |
| Stockman Bank - Billings               | 12 | 1,062,000  |
| Valley Bank of Helena                  | 11 | 1,607,300  |
| Glacier Bank - Kalispell               | 10 | 593,800    |

### Counties exceeding \$1.0 million in loans:

|               | \$         | #  |
|---------------|------------|----|
| Lewis & Clark | 13,620,000 | 41 |
| Missoula      | 12,432,100 | 64 |
| Yellowstone   | 12,387,600 | 73 |
| Gallatin      | 8,810,000  | 20 |
| Cascade       | 5,303,700  | 25 |
| Flathead      | 5,039,900  | 34 |
| Lake          | 3,679,200  | 8  |
| Silver Bow    | 2,238,000  | 15 |
| Carbon        | 2,158,800  | 6  |
| Toole         | 1,851,000  | 3  |
| Fergus        | 1,723,000  | 9  |
| Park          | 1,116,600  | 5  |
| Richland      | 1,037,100  | 8  |
| Yellowstone   | 6,020,800  | 40 |
| Lewis & Clark | 5,913,500  | 23 |
| Missoula      | 3,496,500  | 24 |
| Gallatin      | 2,908,300  | 8  |
| Cascade       | 2,170,400  | 14 |
| Flathead      | 1,626,200  | 12 |
| Fergus        | 1,488,000  | 6  |
| Silver Bow    | 1,000,100  | 6  |

### Counties with ten or more loans:

| County        | #  |
|---------------|----|
| Yellowstone   | 40 |
| Missoula      | 24 |
| Lewis & Clark | 23 |
| Cascade       | 14 |
| Flathead      | 12 |

### Certified Development Company – 504 Loans:

|   | \$        | # |
|---|-----------|---|
| Montana Community Finance Corporation – Helena                    | 2,231,000 | 7 |
| Economic Development Corporation of Yellowstone County – Billings | 370,000   | 2 |

## Butte Businessman Named SBA's Region VIII Regional Administrator



Elton W. "Mick" Ringsak, Jr.  
Regional Administrator, Region VIII



Acting District Director, Michelle Johnston swears in Elton W. "Mick" Ringsak, Jr., Regional Administrator, Region VIII

Elton "Mick" Ringsak, Jr., a small business owner from Butte, Montana, has been named Region VIII Regional Administrator.

Mr. Ringsak and his brother-in-law have owned and operated Miller's Boots and Shoes, an 84-year-old family store for the last two decades. He has been active in many state and community organizations. From 1989 to 2000, he served on the SBA's Montana State Advisory Council, serving as chairman in 1993-94 and helped organize several small business events in Butte. He is active in many community organizations in Montana, including the Chamber of Commerce, Masonic Lodge, Montana Stock Growers Association and the VFW.

Ringsak has been a Republican activist in Montana for several years, and has been a Republican Precinct Committeeman for 23 years. He assisted the Bush/Cheney Strategy Group in the 2000 presidential campaign.

Mr. Ringsak and his wife, Claire have three sons, Quint, a graduate student at Montana State University, Justin, a senior at the University of Montana, and Zach, a sophomore at Butte High School.



## Capital Access

*Doug Crady,  
Capital Access Chief*



## Lenders Briefs

I want to thank all the lenders that have supported SBA and SBA's lending programs through out Fiscal Year 2001. SBA's fiscal year ended September 30, with the Montana District Office (MDO) approving 366 loans for \$77.4 million. This is 14 loans and \$20.5 million more than in fiscal year 2000. Of the 366 loans, 31% were processed in the MDO with the balance completed in the Sacramento processing center through our expedited loan programs. These programs consist of PLP, LowDoc and SBAExpress.

We are continuing to emphasize supporting commercial lending to those businesses defined as "New Markets." These are businesses owned by women, veterans, minorities, businesses located in rural areas or businesses involved in exporting. If you have customers in these categories that need financing, you may contact this office for information on how to obtain a guaranty on their commercial loan.

The Portfolio Management department had a very busy year. Year-end recoveries were \$8,351,378, up from \$6,457,876 last year. We had 139 liquidation cases completed during FY2001 compared to 137 cases the previous year. Total cases in the liquidation portfolio are 121, while the caseload stood at 155 this time last year.

The Capital Access staff were very involved in the lender oversight reviews and the asset sales throughout the year. Asset sale #4 was completed August 7, 2001, and asset sale #5 is planned for January 2002.

## Counsel's Corner

*Michael J. Bayuk  
District Counsel*



Bankruptcy is a fact of life and an unpleasant aspect of being District Counsel. This is a subject that most people want nothing to do with either in a personal or business situation.

Unfortunately, delinquent payments and personal bankruptcies are on the rise. As SBA counsel, I see many of the bankruptcy petitions on a weekly, if not daily basis. Rising consumer debt levels were evident before Sept. 11. Those levels have increased since that date. With the possible recession and large job losses, the overuse of credit can cause many problems.

In 2000, the average person seeking help from the National Foundation of Credit Counseling, a nonprofit group that provides assistance for people in debt, had a gross average income of \$29,738 and a debt load of \$26,337. This is almost 89 percent of their income. That debt load does not include members' housing loans. In 1995, the average member's debt load was around 71 percent of their income. This debt load is one of the reasons for the continuing increase in personal bankruptcies. In Montana, the United States Bankruptcy Court for the District of Montana reports total bankruptcy filings for the first eight months of 2001 as 2,651. The total Chapter 7 or liquidation filings are 2,340. The Chapter 7 business filings total 86. In a Chapter 7, in most instances, all the debts listed are discharged leaving the creditors unpaid. The negative dollar affect on Montana communities is very appreciable.

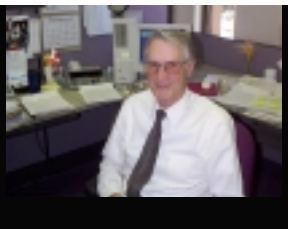
The over-dependence on borrowing has to do both with the nation's recent prosperity and the easy availability of credit. At the heart of the situation is the lack of education on credit and how to use it. Everyone wants immediate gratification. Play now and pay later has negative consequences.

A real problem for many is the fact that they have taken out multiple home equity loans, which can't be repaid, when they lose their job. However, the good news is that with interest rates coming down, consumers can shop around to refinance outstanding loans at lower rates. Whatever the debt situation, it's always a good time to evaluate your finances to make sure you're on the track you need to be on to achieve you goals. Those goals can include personal financial stability as well as the stability of a small business.



## Entrepreneurial Development

*Don Dahlseide  
Acting Chief,  
Entrepreneurial Development*



### NATIONAL SMALL BUSINESS WEEK NOMINATIONS NEEDED

The U.S. Small Business Administration in Helena invites you to submit nominations for SBA's 2002 Small Business Week Awards. While the nomination process takes some time, and some original thought, it's an excellent way to recognize the contributions made by extraordinary small businesses in your communities. It's small businesses that maintain the economic vitality in our communities and provide for a better business climate and way of life in Montana, making them truly deserving of recognition.

SBA is seeking nominations in the following categories:

- Small Business Disaster Recovery
- Small Business Person of the Year
- Accountant Advocate of the Year
- Entrepreneurial Success
- Financial Services Advocate of the Year
- Home-based Business Advocate of the Year
- Minority Small Business Advocate of the Year
- Small Business Exporter of the Year
- SBA Young Entrepreneur of the Year
- Small Business Journalist of the Year
- Veteran Small Business Advocate of the Year
- Women in Business Advocate of the Year

If you know of an outstanding small business in or near your community that you feel deserves special recognition, by all means call our office and discuss your ideas with our Business Development crew. We'll forward you the necessary information to get your favorite candidate the recognition they deserve and a chance at winning awards at the State, Regional and National levels!

Nominations must be submitted to the Montana District Office in Helena and postmarked by November 9, 2001.



## Office Staff

U.S. Small Business Administration  
Montana District Office  
Federal Office Building, Room 334  
301 South Park -Drawer 10054  
Helena, MT 59626-0054  
(406) 441-1081 (406) 441-1090 Fax  
(406) 441-1097 TDD  
[www.sba.gov](http://www.sba.gov)

### District Director

Acting District Director  
Michelle Johnston  
Administrative Officer  
Kelly Champa

[michelle.johnston@sba.gov](mailto:michelle.johnston@sba.gov)

[kelly.champa@sba.gov](mailto:kelly.champa@sba.gov)

### Economic Development Entrepreneurial Development

Acting Chief, Entrepreneurial Development  
Donald Dahlseide  
Computer Specialist/BIC Manager  
Gail Hatch  
Business Opportunity Specialist  
Robert Much  
Public Affairs Specialist  
Lorena Carlson  
Business Opportunity Assistant  
Mary Brilakis  
Economic Development Assistant  
Marva Luraski

[donald.dahlseide@sba.gov](mailto:donald.dahlseide@sba.gov)

[gail.hatch@sba.gov](mailto:gail.hatch@sba.gov)

[robert.much@sba.gov](mailto:robert.much@sba.gov)

[lorena.carlson@sba.gov](mailto:lorena.carlson@sba.gov)

[mary.brilakis@sba.gov](mailto:mary.brilakis@sba.gov)

[marva.luraski@sba.gov](mailto:marva.luraski@sba.gov)

### Capital Access

Chief, Capital Access  
Doug Crachy  
Loan Specialist  
Russell Noonan  
Loan Specialist  
Linda Kindrick  
Loan Specialist  
Carl O'Loughlin  
Loan Processing Assistant  
Rosanne Kneedler

[douglas.crachy@sba.gov](mailto:douglas.crachy@sba.gov)

[russell.noonan@sba.gov](mailto:russell.noonan@sba.gov)

[linda.kindrick@sba.gov](mailto:linda.kindrick@sba.gov)

[carl.oloughlin@sba.gov](mailto:carl.oloughlin@sba.gov)

[rosanne.kneedler@sba.gov](mailto:rosanne.kneedler@sba.gov)

### Legal

District Counsel  
Michael Bayuk  
Paralegal  
Bonnie McFarland

[michael.bayuk@sba.gov](mailto:michael.bayuk@sba.gov)

[bonnie.mcfarland@sba.gov](mailto:bonnie.mcfarland@sba.gov)

## Minority Small Business of the Year

(continued from page 1)

**“For the first time, we have a three-way-tie for the *National Minority Small Business Firm of the Year* and a first and second runner up for the *8(a) Graduate Firm of the Year*,” said Administrator Barreto. “What a great indication of the strength of the American minority small business community!”**

In 1989, Mr. Jim Bailey founded Hardrives Asphalt Company, Inc., with three employees to perform full-service asphalt paving, excavating and concrete pavement maintenance. Since then, the firm has grown to 35 employees with sales of \$2.9 million in 2000. Hardrives Asphalt was the first asphalt company in the region to use geotextile fabric on overlay projects and patch projects. Hardrives Asphalt is also the only paving company in the area that produces its own “sealcoat” material. Sealcoat has grown into a significant profit center for the firm and they are now marketing it to other companies outside of the region and in Canada.

This year’s award recipients are participants in the SBA’s 8(a) Business Development Program – a program that provides management and technical assistance, networking and federal contracting opportunities to socially and economically disadvantaged businesses.

“Hardrives Asphalt was only accepted into the 8(a) program a year ago and has already successfully gained a foothold on government contracting,” said Michelle Johnston, SBA’s Acting District Director for Montana. “To date, Hardrives Asphalt has successfully completed five federal contracts totaling over \$1.3 million and has three more in the works. Hardrives Asphalt exemplifies the hard-work, dedication, and innovation present in Montana’s minority small business community.”



## BUSINESS RESOURCE CENTER AWARDED SUSTAINABILITY FUNDING GRANT FROM SBA

The Business Resource Center in Helena, Montana has been selected as one of only seven centers nationwide, to receive a five-year \$500,000 sustainability funding grant from the SBA.



*Pictured left to right, Monika Harrison, Deputy ADA for Entrepreneurial Development, Sheila Hogan, Director, Career Training Institute, and Michelle Johnston, Acting District Director, Montana District Office.*

Congress established the Women’s Demonstration Program in 1988, and opened the first four women’s business centers in 1989. Since that time SBA has awarded \$48.5 million in grants to 110 new women’s business centers and to 23 sustainability centers nationwide. “The Business Resource Center has proven to be a very valuable resource in assisting individuals and small businesses,” said Michelle Johnston, Acting District Director for the Montana SBA Office. “They are strongly committed to self sufficiency programs and assisting businesses in building a better economic climate.”

Women’s Business Centers are located in rural, urban and suburban areas, and direct much of their training and counseling assistance toward socially and economically disadvantaged women. They offer mentoring and technical assistance and many innovative training programs in financial management, marketing and procurement to current and potential women business owners. Some centers also provide specialized programs that address issues facing displaced workers and rural, home-based entrepreneurs. The centers are a public/private partnership wherein each center is required to match federal grant funds with private contributions.

The Business Resource Center at Career Training Institute in Helena opened its doors in June 1998, and since that time has counseled and trained nearly 2000 entrepreneurs. The center serves clients in Lewis & Clark, Broadwater, Jefferson and Meagher counties. “We are extremely excited and honored to be able to continue our partnership with the SBA and are grateful for the opportunity to assist area entrepreneurs grow and prosper,” said Sheila Hogan, Executive Director, Career Training Institute.

Find out more about what the Business Resource Center has to offer by contacting either Travis Brazill or Stephanie Hilger at (406) 443-0800 or by e-mail at [tbrazill@ctibrc.org](mailto:tbrazill@ctibrc.org) or [shilger@ctibrc.org](mailto:shilger@ctibrc.org). Log onto [www.sba.gov](http://www.sba.gov) to learn more about SBA’s Women’s Business Center Program and visit our online women’s business center at [www.onlinewbc.gov](http://www.onlinewbc.gov).

## BOZEMAN'S AdvR, INC. RECEIVES PRESTIGIOUS TIBBETTS AWARD

**Awards Luncheon Held in Virginia October 2, 2001**

AdvR, Inc., Bozeman, has been awarded a prestigious Tibbetts Award by the U.S. Small Business Administration. Tibbetts awards are given annually to individuals and small businesses that exemplify the very best in research and development.

AdvR, Inc., a technology-based business, was started in Bozeman in 1998. Its focus is on laser and photonics technology. Photonics is acknowledged as the technology that will reshape global communication networks as well as revolutionize how data is transmitted in everything from computers to communication systems.

"AdvR's innovative technologies have opened the doors to a new era in communications and have elevated Montana's position as a leader in the hi-tech arena," said SBA's Acting District Director, Michelle Johnston.

"AdvR's early understanding of the opportunities and the challenges of photonics is making them a player in this revolutionary field and helping to build Montana's high-tech business reputation," said Lt. Governor Karl Ohs. "The foresightedness of the founders is further confirmed by securing intellectual property protection for their advancements and research breakthroughs." From the perspective of AdvR's President Rand Swanson, the award will greatly enhance one of the company's "most important assets" – its reputation. "Along with giving us greater credibility with funding agencies, customers and investors, this recognition is important to the morale of our company and will make it easier to attract and keep excellent employees," he said.

"For a small company nothing as clearly says achievement as the Tibbetts award," said Mark Simonich, Director, Montana Department of Commerce. "Keeping the name of Montana companies such as AdvR before the national and international research community clearly demonstrates the kinds of exciting cutting edge technologies being developed and prospering here. AdvR has made all of Montana a winner."

Previous Montana Tibbetts award winners are:

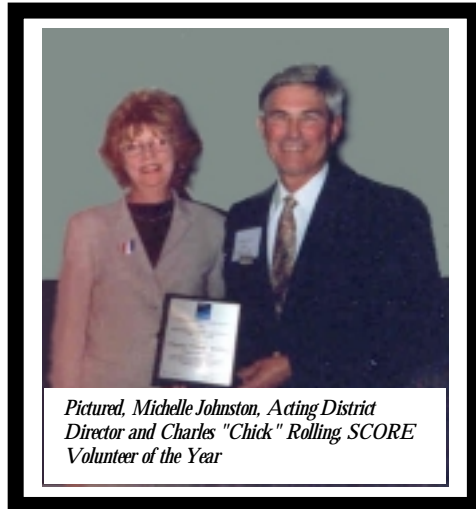
2000 – Ligocyte Pharmaceuticals, Inc., Bozeman  
1999 – Bob Hunter, YES Technologies, Bozeman  
1998 – Larry Farrar, MonTec Research, Butte  
1997 – Ralph Hutchinson, Scientific Materials, Bozeman  
1996 – Chris Busch, SBIR Consultant, Ronan

## UPCOMING EVENTS

|          |   |             |
|----------|---|-------------|
| 10/24/01 | Going Into Business Class                     | Helena      |
| 10/24/01 | WNET-4 <sup>th</sup> Wednesday-Monthly        | Helena      |
| 10/24/01 | WNET-4 <sup>th</sup> Wednesday-Monthly        | Great Falls |
| 10/24/01 | Understanding Financial Statements            | Helena      |
| 10/24/01 | Brown Bag Lunch Series - Basic Internet       | Helena      |
| 10/30/01 | Business Startup Basics                       | E. Helena   |
| 11/01/01 | Business Startup 101                          | Bozeman     |
| 11/01/01 | NXLevel Business Planning - 12 wks            | Helena      |
| 11/07/01 | Beginning Quickbooks                          | Helena      |
| 11/09/01 | WNET-2 <sup>nd</sup> Friday - Monthly         | Bozeman     |
| 11/13/01 | Intermediate Excel                            | Bozeman     |
| 11/14/01 | Brown Bag Lunch Series - Pricing Your Product | Helena      |
| 11/15/01 | WNET-3 <sup>rd</sup> Thursday-Monthly         | Missoula    |
| 11/20/01 | WNET-3 <sup>rd</sup> Tuesday-Monthly          | Billings    |
| 12/05/01 | Intermediate Quickbooks                       | Helena      |
| 12/12/01 | Brown Bag Lunch Series - Basic Internet       | Helena      |

For more information on the classes listed above or any additional training on our calendar, contact the Montana District Office at 441-1081 or log on to [www.sba.gov/mt](http://www.sba.gov/mt) and click on the calendars button on the left of the screen.





## **SBA NAMES SCORE VOLUNTEER OF THE YEAR**

The U.S. Small Business Administration (SBA) named Charles "Chick" Rolling as Montana's 2001 SCORE Volunteer of the Year. SCORE, or the Service Corps of Retired Executives, is a resource partner of the SBA dedicated to aiding in the formation, growth, and success of small businesses nationwide. SCORE is comprised mostly of retired business men and women who volunteer their time to provide FREE, confidential business counseling, mentoring and advice to individuals seeking to go into business and those already in business.

Chick Rolling moved to Helena in 1994, upon his retirement from the corporate world in Allentown, PA. He joined Helena SCORE Chapter #271 in 1996 and quickly took over the role of Chapter Chair, a role he has been re-elected to every year since. Chick is actively involved in counseling clients, recruiting new members and participating in a variety of small business workshops.

Under Chick's leadership, the Helena SCORE Chapter has more than doubled in active counselors, including the addition of two female counselors, to the one active female counselor already on board. Chick is a strong advocate for small business and our local community. He is a volunteer with the Helena Area Chamber of Commerce Visitor Center, serves on the Board of Directors of the United Way, and is a member of the Great Divide Ski Patrol. Chick was recently honored by the SBA at SCORE's statewide annual conference in Red Lodge.

SCORE Chapters are located in Billings, Bozeman, Butte, Great Falls, Havre, Helena, Kalispell, and Missoula. For more information about SCORE log onto [www.score.org](http://www.score.org). Valuable business information and other resources, including an online classroom, can also be obtained by logging onto [www.sba.gov](http://www.sba.gov). Contact the SBA Montana District Office at 1-800-776-9144 x 2 to get in touch with the SCORE Chapter nearest you.





***SMALL BUSINESSES ACROSS THE COUNTRY CAN APPLY FOR SBA ECONOMIC INJURY DISASTER LOANS IN WAKE OF SEPTEMBER 11<sup>TH</sup> TERRORIST ATTACKS***

Prompted by the widespread economic impact of the terrorist attacks on New York City and the Pentagon, the U.S. Small Business Administration has widened access to Economic Injury Disaster Loans (EIDLs) to small businesses across the country.

This action represents a major, unprecedented change in the disaster loan program. Currently, only businesses located in the communities declared disaster areas by the President (New York City and adjacent counties in New Jersey, Connecticut, Pennsylvania and Massachusetts; Arlington County in Virginia and adjacent counties in Virginia, Maryland and the District of Columbia) are eligible to apply for disaster loan assistance from the SBA.

On October 22 the SBA will publish regulations to authorize EIDL assistance across the country to eligible small businesses that have suffered substantial economic injury as a direct result of these attacks or a Federal action taken directly after the attacks. EIDLs will provide eligible small businesses with the working capital needed to pay ordinary and necessary operating expenses that they would have been able to pay had the disaster not occurred.

The application deadline is January 21, 2002.

"As a result of the events of September 11<sup>th</sup>, President Bush recognized the need to help businesses beyond the immediate disaster area," said SBA Administrator Hector V. Barreto.

"I've heard from small business owners all over the country who have suffered losses. The President believes that the wider availability of these loans will provide the necessary capital small businesses need in a quick and efficient manner," said Barreto. "With the expansion of SBA's

economic injury disaster loan program, small businesses across the country can receive help."

Small businesses may apply for a loan of up to \$1.5 million if they have suffered substantial economic injury in the aftermath of last month's terrorist attacks. These working capital loans may be used to pay fixed debts, payroll, accounts payable, and other bills that could have been paid had the disaster not occurred. The interest rate on these loans is 4 percent, with a maximum term of 30 years. The SBA determines the amount of economic injury, the term of each loan and the payment amount, based on the financial circumstances of each borrower.

Businesses interested in applying for an economic injury disaster loan can contact one of the four SBA disaster area offices to obtain an application. Listed below is the phone number for the office that serves our area:

Ft. Worth, TX 76155  
1-800-366-6303

Serves: Arkansas, Colorado, Iowa, Kansas, Louisiana, Missouri, Montana, Nebraska, New Mexico, North Dakota, Oklahoma, South Dakota, Texas, Utah and Wyoming

In the aftermath of last month's attacks, the SBA has made more than 460 disaster loans for \$49.9 million in the areas surrounding the World Trade Center and the Pentagon.

To find out more about the SBA's disaster assistance program visit the web site at [www.sba.gov/disaster](http://www.sba.gov/disaster).

*For more information about all of the SBA's programs for small businesses, call the SBA Answer Desk at 1-800-U-ASK-SBA, or visit the SBA's extensive Web site at [www.sba.gov](http://www.sba.gov).*



**STATE-WIDE DISASTER LOANS AVAILABLE DUE TO DROUGHT.  
DEADLINE FOR APPLYING IS JANUARY 29, 2002.**

U.S. SMALL BUSINESS ADMINISTRATION  
FEDERAL OFFICE BUILDING  
301 S. PARK, ROOM 334  
HELENA, MT 59626-0054  
OFFICIAL BUSINESS  
PENALTY FOR PRIVATE USE, \$300



We had a great year - meeting and surpassing nearly all of our lending goals. Training and counseling goals were exceeded.

As you will note, the new Regional Administrator for Region VIII, Elton "Mick" Ringsak hails from Butte, Montana. We, at the Montana District Office, feel fortunate and proud to have Mick, a small business owner, serving as the Regional Administrator for Region VIII.

A reminder -- please get your small business award nominations mailed in. They are due by November 9, 2001. If you have questions, or need a nomination packet, please contact us.

Thank you for your ongoing support of our programs and the Montana District Office.

Michelle Johnston  
Acting District Director